

Message Text

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PAGE 01 STATE 095103

64

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FM SECSTATE WASHDC

TO AMEMBASSY KUALA LUMPUR PRIORITY

INFO AMEMBASSY SINGAPORE

UNCLAS STATE 095103

E.O. 11652: N/A

TAGS: BEXP, BTRA, MY

SUBJECT: FOREIGN BUYER PROGRAM: VISIT OF STEN BIELKELOV,

--- GENERAL MANAGER, SWEDISH TRADING COMPANY

REF: (A) KUALA LUMPUR 1844, (B) KUALA LUMPUR 1511,

-- (C) STATE A-517

1. SEVERAL AMERICAN FIRMS WILL BE INTERESTED IN MEETING WITH MR. STEN BIELKELOV, ASIA GENERAL MANAGER, SWEDISH TRADING COMPANY. FIRMS CONTACTED EXPRESSED INTEREST IN SCREENING CANDIDATES FOR AGENCY REPRESENTATION IN SOUTH EAST ASIA. IN THIS CONNECTION AMERICAN FIRMS ARE STUDYING INFORMATION PROVIDED BY EMBASSY (REF A AND O).

2. SUGGEST MR. BIELKELOV VISIT CLEVELAND, OHIO TO PURCHASE HIGH QUALITY WELDING ELECTRODES AND WELDING EQUIPMENT. MR. CLEMENS VON KOSCHEMBAHR, TRADE SPECIALIST AT COMMERCE DISTRICT OFFICE IN CLEVELAND, WILL BE PLEASE TO ASSIST VISITOR IN MEETING APPROPRIATE U.S. SUPPLIERS. VON KOSCHEMBAHR'S TELEPHONE NUMBER IS (216) 522-4756.

3. EMBASSY IS REQUESTED TO: A) PROVIDE TENTATIVE DATES OF UNCLASSIFIED

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PAGE 02 STATE 095103

VISIT, PARTICULARLY IN THE CLEVELAND AREA, B) PROVIDE NAME

OF OFFICE OR BUSINESS CONTACT WHERE FOREIGN BUYER CAN BE

REACHED DURING HIS TRIP TO THE U.S., AND C) DEFINE PHYSIO -
THERAPY EQUIPMENT. DOES BUYER WANT ALPHA WAVE BIO FEED
BACK EQUIPMENT, OR ELECTRO SHOCK EQUIPMENT, OR SOMETHING
ELSE? THE EMBASSIES ASSISTANCE IN THIS MATTER IS
APPRECIATED.

4. IMMEDIATE UPON ARRIVAL IN THE U.S. FOREIGN BUYER SHOULD
TELEPHONE PROJECT OFFICER BILL CORFITZEN (202) 967-2068
FOR ASSISTANCE AND OTHER RECOMMENDED CONTACTS. KISSINGER

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